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From: Zambrano, Tom [mailto:[zambrano@aerovironment.com](mailto:zambrano@aerovironment.com)]

Sent: Thursday, February 07, 2002 5:22 PM

Cc: A. Galiteva

Subject: CPA Investment Plan

Dear Tom:

AeroVironment has a long history in renewable energy and technology and development in California. We have been following the CPA Proposed Investment Plan with interest.

We recommend that the CPA allocate considerable funds to re-introducing solar hot water heating in California. The technology has gone through 25 years of maturity in Europe has the combined benefit of saving megawatts (gas or electric) and replacing those megawatts with direct hot water from solar energy. It applies to residential, commercial and industrial hot water needs.

We have a plan to exploit all the lessons learned by 25 years experience in the field and can provide an affordable and scalable solution in California immediately. Presently we are working with LADWP to bring solar hot water heating to Los Angeles. This program can be readily implemented State-wide.

Please register our support for the CPA Investment Plan.

Sincerely,

Thomas Zambrano  
Director, Aerosciences  
AeroVironment, Inc.  
Monrovia, CA